



Proven Solar Performance



On-site Generation and the Corporate Customer

Brian Stone
Vice President Marketing
December 4, 2006

PowerLight Overview

PowerLight is the U.S.' leading provider of solar power, with over 150 million kWh generated by our customers to date

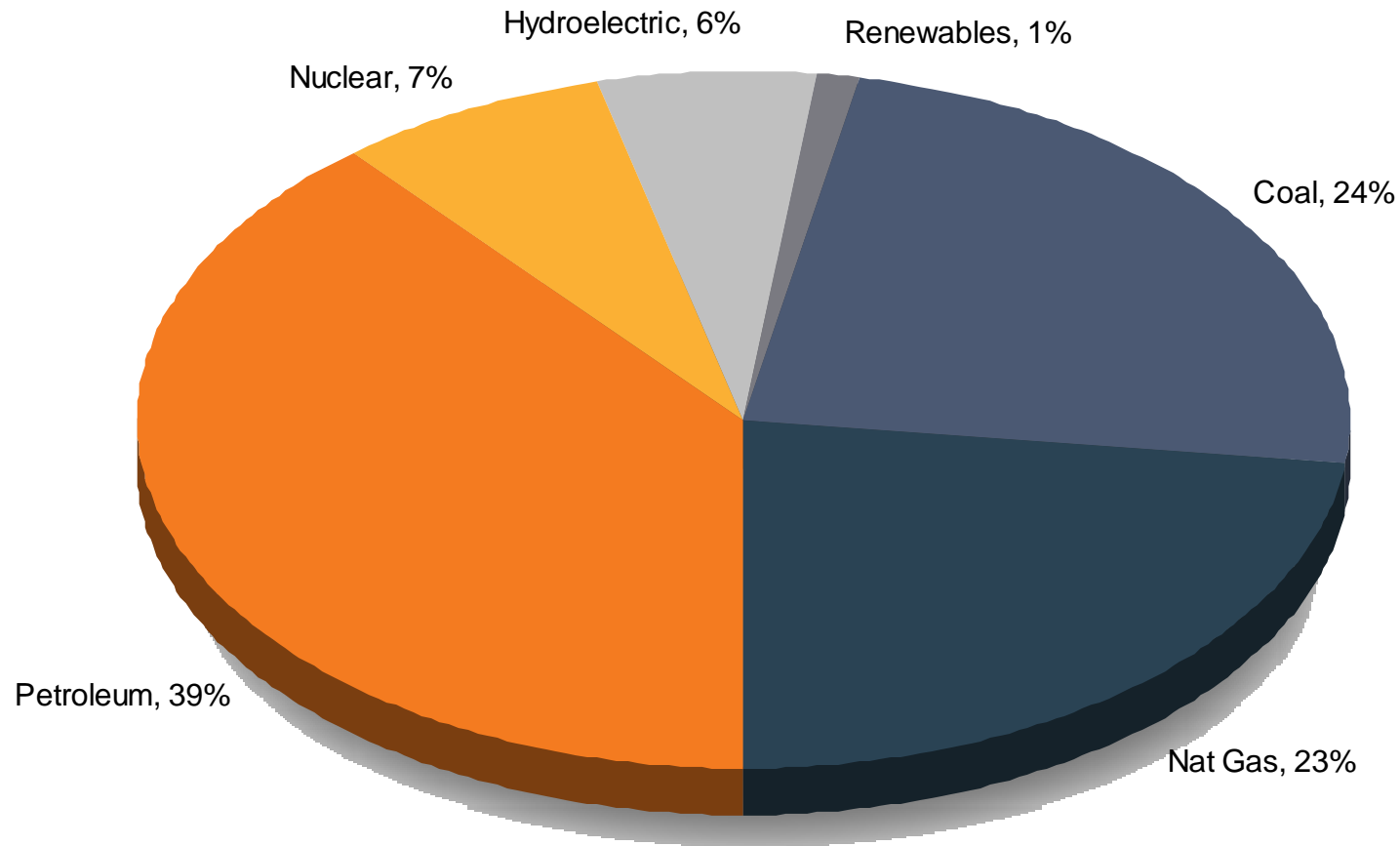


We bring unmatched solar power experience and proven financial performance to commercial, utility, public sector and residential customers worldwide

Our Mission

To make solar power a mainstream source of the world's energy supply

International Energy Consumption



Source: U.S. Energy Information Administration, 2003

Large Commercial Solar Sites

Organization	System Size	Annual Reduction of CO2 Emissions
Serpa Power Plant, Portugal	11,000 kW	30,000 tons
Bavaria Solarpark I, Germany	10,000 kW	11,000 tons
Target Stores, USA	3,515 kW	1,100 tons
County of Alameda, California	3,226 kW	1,000 tons
Las Vegas Valley Water District, USA	3,100 kW	5,000 tons
Bavaria Solarpark II, Germany	3,000 kW	4,000 tons
Lowe's Home Improvement Stores, California	2,406 kW	1,000 tons
Johnson & Johnson, USA	1,920 kW	835 tons
Lennar Homes, California, USA	1,400 kW	585 tons
United States Navy, USA	1,300 kW	500 tons

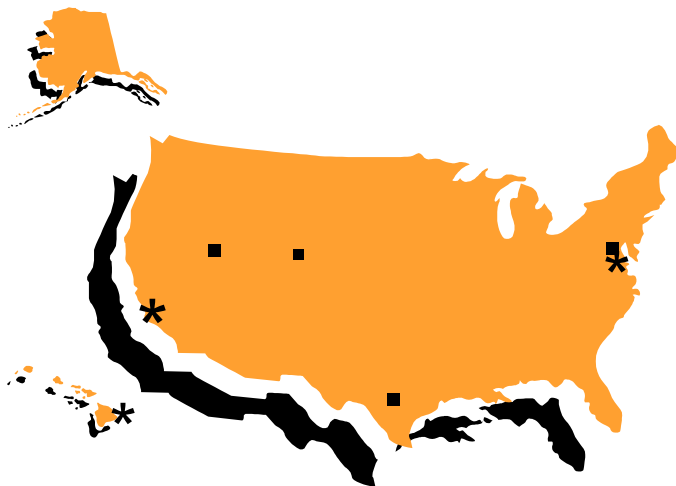
Solar Power Value Proposition

Solar Power Has Never Made More Sense: Now is the Time

By investing in solar power, you can gain energy independence and:

- **Lower your utility bills & operating costs**
- **Hedge against rising electricity prices**
- **Reduce peak energy demand from our utility-grids**

Financial incentives have never been more powerful



- * Active US States for commercial solar today
 - CA, NJ, HI, NV, CO
- US States expected to come on-line 2008-2010
 - AZ, TX, NY, PA

How Organizations Can Invest in Solar

PowerLight can provide solar electricity at prices that meet or lower your current peak electricity rates

Options for investing in Solar Power –

- **Purchase Solar Electricity Only**
- **Purchase an On-Site Solar Power System**



PowerLight's primary goal is to maximize our customers' financial return and payback on their investment

PowerLight Connect™

Buy Solar Electricity Only

- Site a solar power system on your property
- Pay a fixed solar electricity price for 10+ years
- No up-front capital investment required

Why?

- Performance based – only pay for the solar electricity generated
- Meet clean energy and environment sustainability goals
- PowerLight finances, designs, deploys and operates the solar power system



Solar Financial Incentives

Solar Power is both financially intelligent and environmentally conscious

- Tax Incentives
 - 30% Federal ITC through 2007
 - Accelerated Depreciation
- State & Utility Specific Programs
 - Capacity & Performance Incentives
 - RPS Standards
 - Utility Programs
 - Solar Renewable Energy Credits
- 100% Performance Guarantee
 - Generate or pay for estimated kWh
 - Includes avoided costs

Real-time Performance Monitoring



Select PowerLight Examples

Commercial

FETZER[®]
VINEYARDS

FedEx[®]

Johnson & Johnson

LOWE'S[®]
Improving Home Improvement™

Microsoft[®]

Neutrogena

RS
RODNEY STRONG
VINEYARDS

TARGET

TOYOTA

Public Sector



STATE OF NEW JERSEY
DEPARTMENT OF MILITARY AND VETERANS AFFAIRS

EB EBMUD



CAL STATE
HAYWARD



U.S. COAST GUARD



United States Navy



UNITED STATES
POSTAL SERVICE

UC University
of California

FedEx Express

Oakland Hub, CA – 904 kW



“FedEx is proud to lead our industry in committing to real, practical ways to reduce pollution, conserve fossil fuels, and contribute to a greener world. The solar array provides 80% of the Oakland Hub’s peak energy load.”

**Mitch Jackson, Managing Director
Corporate Environmental Programs**

Microsoft Silicon Valley Campus

Mountain View, CA – 480 kW



"We're very pleased with our Silicon Valley solar array, which provides over 15% of the campus' total energy needs."

John Matheny
Site Manager, Microsoft Silicon Valley Campus

Johnson & Johnson Consumer Companies

Skillman, NJ – 505 kW



"We at Johnson and Johnson take our corporate responsibilities seriously. By investing in solar electric generation, we live our commitment to the environment"

**Dennis Canavan, Worldwide Energy Management
Johnson & Johnson**

Lowe's Home Improvement Stores

Union City, CA – 690 kW (of 2.4 MW on 4 stores)



City of San Francisco

Moscone Center - 675 kW



Alameda County, California – 3.2 MW



“The energy and cost savings from our first solar system so exceeded expectations, we’ve now tripled the County’s solar investment with seven new PowerLight projects”

**Matt Muniz, Energy Program Manager
Alameda County**

SunPower & PowerLight – Smarter Solar

http://www.wsj.com/online/2006/11/16/energy/sunpower.html



What's News—

SunPower agreed to acquire PowerLight for \$332.5 million, a deal that highlights the growth of the alternative-energy market.

SunPower Buys PowerLight As Alternative-Energy Market Revs Up

By JIM CARLTON

November 16, 2006

In a deal that shows how the market for alternative energy has grown, **SunPower** Corp., a maker of silicon chips for solar power, said it has agreed to acquire PowerLight Corp., a seller of solar-energy systems, for \$332.5 million in cash and stock. SunPower's focus on solar power has made the San Jose, Calif., company one of the fastest expanding firms in Silicon Valley. Two years ago, the company, which is majority owned by **Cypress Semiconductor** Corp., reported sales of \$11 million. This year, analysts project sales will reach \$235 million, amid increased demand for solar power that has been fueled by rising prices of conventional energy and expansion of government subsidies for solar power in places such as California. SunPower also does much of its business overseas, including Europe and Asia. PowerLight, a closely held firm in Berkeley, Calif., which also operates extensively outside the U.S., doesn't publicly report its sales. Analysts say it probably rivals SunPower in size, since SunPower officials estimated in a conference call yesterday their combined company would post sales of \$600 million next year following the merger.

The deal is expected to be finalized in 2007's first quarter.

SUNPOWER





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